



MYTILINEOS, a leading industrial company with a strong international presence in four Business Units, Metallurgy, Sustainable Engineering Solutions, Power & Gas and International Renewables & Storage Development is currently seeking to hire a **Business Development Manager based in Libya** for the Sustainable Engineering Solutions Business Unit

Business Development Manager based in Libya

(Reference Code: BDM 0121)

Key responsibilities:

The Business Development Manager will report to the Regional Director, Libya, and be responsible for identifying and developing new business opportunities. In particular, he/she will focus on the following:

- Systematic market research and analysis of the Libyan market including geographical information, sectors of activity, potential customer-base, competition review etc.
- Identification of new projects, business development with potential customers (local utilities, Ministries and IPPs) and long-term relationship building with existing customers and partners within the country and sectors of interest
- Seeking new business opportunities, active participation in the definition of business goals as well as in the implementation and coordination of appropriate actions/tasks
- Close collaboration and support of the Sales function (from initial tender phase until the signing of the official contract)

Requirements:

- Bachelor's degree in Engineering
- 8+ years' relevant working experience with a minimum of 5 years' experience in the Energy, Oil & Gas and/or construction industry
- Proven experience in Business Development, with demonstrated knowledge of the Libyan market
- Deep understanding of the Libyan region and strong cultural awareness enabling network development in the country
- Strong communication and interpersonal skills, with demonstrated success in building client relationships
- Fluency in English is essential. Knowledge of Arabic will be considered an asset
- Ability to work in a team/matrix environment with multiple stakeholders
- Strong commercial awareness
- Excellent use of MS Office
- Ability to relocate to Libya

Interested parties are kindly requested to submit their curriculum vitae via the following link, no later than 25/01/2021:

<http://www.mytilineos.gr/en-us/cv/submission-form>